



Taking Sourcing savings one step further

Guaranteed results, flexible services

Sourcing is a key element of profitability for many companies. The volume of orders placed by many companies is so large that minor variations in price can lead to dramatic savings and losses. Sourcing-as-a-Service is the tried and tested way to help you maximise significant cost savings, demonstrated by top performing sourcing organisations who achieve 4 times as many savings as average organisations.

At Xoomworks, we take this one step further, **guaranteeing your company a minimum ROI of 10 to 1***

Xoomworks provides dramatic return on investment regardless of the extent to which your company has embraced sourcing.

If your organisation has never tried sourcing, or if your company already runs sourcing events but believes there is room for improvement, we will ensure dramatic cost savings. Even if your company fully believes they are already maximising their sourcing savings, we **still** guarantee our ability to improve your profitability.

*Terms and conditions apply – please contact us for more information

If your company is new to sourcing

Xoomworks can bring you the full benefit of a tried and tested method of sourcing. Sourcing-as-a-Service involves bringing together a number of competing suppliers who specialise in the resources your company needs. It then provides an environment (from eAuction to RFx) for these suppliers to bid for your custom by competing to present the most attractive offer. If carried out effectively, the savings can be dramatic. Xoomworks offers expertise and sourcing specialist services that help new clients set up, run and process the benefits of these events.

If your company already benefits from sourcing

Xoomworks provides several key services to enhance your existing sourcing operation, drawing on the experience of thousands of previous events across the globe to take your savings to the next level.

- 1. Decreasing Burden** – Xoomworks will reduce the administrative effort of setting up the events, allowing you to focus on the more business critical elements.
- 2. Increasing Efficiency** – Xoomworks will streamline your events process, allowing you to carry out more events, faster.
- 3. Lotting and Event Selection** – Drawing on our extensive auction expertise, Xoomworks will group suppliers and structure events in a way that makes them more competitive.
- 4. Bidding Enhancements** – Xoomworks will prep suppliers and enable them to bid as effectively as possible. Due to the short span of these events, the more efficiently the suppliers can assess their bids, the more bids they place and more savings are achieved.
- 5. Flexible software** – Xoomworks uses lasta's powerful sourcing software to enhance its operations. However, we are also able to use existing in-house software, saving you money.
- 6. ROI Guarantee** – Xoomworks' confidence in its ability to improve any existing sourcing operation enables us to offer its 10 to 1 ROI guarantee even to companies with established sourcing services.

	BRONZE	SILVER	GOLD
Event Design			
Complexity Assessment meeting	✓	✓	✓
Event design and template creation		✓	✓
Auction Type analysis and selection		✓	✓
Lotting strategy			✓
Event build & Preparation			
Event build on eSourcing platform	✓	✓	✓
Tailor Documentation e.g. rules of engagement		✓	✓
Supplier comms and scheduling		✓	✓
Supplier training		✓	✓
Event Management			
Auction supplier support, Q&A and comms	✓	✓	✓
Live event monitoring	✓	✓	✓
Event suspension/resumption	✓	✓	✓
Erroneous bid removal	✓	✓	✓
Contingency (proxy) bidding			✓
Recorded calls & transcripts			✓
Webex and live commentary			✓
Post Event Close			
Highlight Report	✓	✓	✓
Supplier bid collation creation	✓	✓	✓
Handover to business	✓	✓	✓
Extended report and case study			✓
Management			
Management & ad hoc queries / escalations	✓		✓

Why Xoomworks?

Xoomworks is uniquely placed to provide your organisation with Sourcing-as-a-Service. Our UK based team of experts boast extensive sourcing experience and we are veterans of thousands of successful events. This is supported by a multilingual European team that facilitates the global scale of our operations. Few companies can offer our mix of agility, experience, reach and affordability. If you select Xoomworks' Sourcing-as-a-Service you can expect:

- ✓ **Incredibly fast ROI** – Xoomworks will set up events and initiate cost savings from the moment you get in touch. In some cases organisations can expect to benefit from our services in **just one week**
- ✓ **Results where you need them** – Often, the contracts and savings made through sourcing are not conveyed to the rest of the organisation, who continue to use other suppliers. Xoomworks uses its contract compliance expertise to ensure each contract is available to the part of the organisation that needs it, reducing leakage of your hard-earned savings.

- ✓ **Up front, transparent, flexible pricing** – Xoomworks prides itself on the clarity of our different service plans – we want consumers to see exactly what they need and how much it costs. All of our fees are up front and never change.
- ✓ **Total commitment to your business needs** – Many other consultants, especially those that take a percentage commission focus on savings to the detriment of all else, including quality. At Xoomworks, we realise that great sourcing is about more than just price. It's about understanding your company's vision and providing exactly what it needs. With our fixed costs, we never compromise your interests in pursuit of higher margins.
- ✓ **Transfer of knowledge and sustainability** – Our consultants work alongside your internal teams to teach them everything we know. We want you to be able to run great events by yourself, and are as transparent and collaborative as possible to ensure that happens.

About Xoomworks

Xoomworks is a niche consultancy and outsourcing company that specialises in Procurement and Business Intelligence. Staff are based in UK and Europe and consist of technical, business and behavioural consultants, and senior procurement staff. Our Complete Procurement proposition addresses both the mechanics and behaviours of Procurement that drive the greatest value for organisations.